

# *Memorandum of Understanding*

Regarding Low Pollution Marine Engines  
Between  
Environmental Protection Agency New England  
Massachusetts Executive Office of Environmental Affairs  
National Marine Manufacturers Association  
Marine Retailers Association of America  
Massachusetts Marine Trades Association  
Cape Cod Marine Trades Association  
And  
Participating Retailers

Environmental Protection Agency New England (hereafter “EPA NE”), Massachusetts Executive Office of Environmental Affairs (hereafter “MA EOEA”), National Marine Manufacturers Association (hereafter “NMMA”), Marine Retailers Association of America (hereafter “MRAA”), Massachusetts Marine Trades Association (hereafter “MMTA”), Cape Cod Marine Trades Association (hereafter “CCMTA”) and participating marine engine retailers (hereafter “Participating Retailers”) have established a voluntary agreement to support the use of low pollution outboard (OB) and personal watercraft (PWC) engines (such as direct fuel injected two-stroke and four-stroke OB/PWC engines) by the boating public of Massachusetts. The United States Environmental Protection Agency (EPA) has established that, from 1998 to 2006, manufacturers of OB/PWC engines must meet increasingly more stringent average emission rates. To achieve the yearly emission rates required by the regulations, it is anticipated that manufacturers will each year build increasing numbers of low pollution marine engines. EPA NE, MA EOEA, NMMA, MRAA, MMTA, CCMTA and Participating Retailers have entered into this Memorandum of Understanding (MOU) in an effort to accelerate the phase-in of these low pollution marine engines in Massachusetts.

Participating Retailers agree to make every reasonable effort to sell low pollution OB/PWC marine engines. Low pollution engines are those that meet or exceed the 2006 EPA requirements for manufacturers emissions standards, such as direct fuel injection two-stroke and four-stroke engines. The goal for the New England region is to sell low pollution OB/PWC marine engines at the following percentages of the total number of new model year marine engines sold per year:

2002: seventy-five percent (75%) or more  
2003: eighty percent (80%) or more  
2004-2005: ninety five percent (95%) or more

NMMA, MRAA, MMTA, and CCMTA agree to support their members in achieving these regional goals through providing assistance in areas such as marketing, communications, training

and research.

This MOU assumes that sufficient quantities of low pollution OB/PWC engines will be available for purchase by Massachusetts boaters and that these engines will be available from marine manufacturers whose production and delivery capacities will be able to support this agreement. Participating Retailers will use their best efforts to obtain low pollution OB/PWC marine engines from the manufacturers of these engines.

Participating Retailers agree to make available to MMTA or CCMTA annual reports detailing the percentage of low pollution OB/PWC marine engines sold commencing with the calendar year 2002. These reports will be submitted to MMTA or CCMTA by the last day of December for each reporting year. MMTA and CCMTA agree to make available to EPA NE and MA EOEa aggregate sales information on progress toward these goals.

EPA NE and MA EOEa agree to support the use of low pollution OB/PWC marine engines by the boating public. As part of this effort however, EPA NE and MA EOEa do not endorse, certify or confirm the effectiveness of any brand or manufacturer of a particular technology. EPA NE and MA EOEa will work jointly to develop public education materials such as fact sheets, a web page, and public service announcements. Further, EPA NE will work with other New England state agencies and municipalities to support the use of low pollution OB/PWC marine engines by the Commonwealth of Massachusetts and its communities.

This agreement has been executed on the dates shown below between EPA NE, MA EOEa, NMMA, MRAA, MMTA, CCMTA and Participating Retailers.

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## SIGNATORY PAGE

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Robert W. Varney, Regional Administrator  
Environmental Protection Agency New England

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Date

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Robert Durand, Secretary  
Massachusetts Executive Office of Environmental  
Affairs

\_\_\_\_\_  
Date

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Kevin Zinn, Manager, Environmental Safety  
Programs  
National Marine Manufacturers Association

\_\_\_\_\_  
Date

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Larry Russo, Sr., Past Chairman  
Marine Retailers Association of America

\_\_\_\_\_  
Date

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Tom Cox, First Vice President  
Massachusetts Marine Trades Association

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Date

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Peter Way, President  
Cape Cod Marine Trades Association

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Date